



# Otrium

VACANCY

## Interim Head of Supply Chain

### REQUIREMENTS

- At least 8 years commercial experience with recent exposure in building world-class fulfilment/warehousing operations
- Deep knowledge and experience in operations/supply chain
- Experience in working with (and implementing) 3PLs and carriers across geographies
- E-commerce experience
- Track record in building and managing high-performing global teams (10+ people)
- Experience in a scale-up environment and online fashion is a plus
- Stakeholder Management

**If it were up to Otrium, all clothing has to be worn. In order to reduce the amount of unsold fashion, the outlet marketplace works with clothing brands to give end-of-season fashion a new start, which is smarter for the wardrobe, smarter for the wallet and smarter for the industry. The Interim Head of Supply Chain turns the organization's supply chain into an unparalleled competitive advantage.**





# Otrium

**Otrium is the story of two fashion entrepreneurs wondering what to do with their overstock. While managing their sweater brand Breaking Rocks, this dilemma kept bothering founders Max Klijnstra and Milan Daniels. Flash sales, physical outlets and stock buyers left them without noteworthy margin. Surely, there must be another way to take on fashion's excess inventory?**

Turns out there is another way: Otrium. From 2016 onwards, the two entrepreneurs sell Breaking Rocks and fully focus on launching the digital equivalent of the outlet. Founded and headquartered in Amsterdam, the new marketplace – Otrium – offers consumers the chance to buy digitally curated, reduced-price archive fashion. It proves to be a highly successful move: the first multimillion-dollar investments are just a matter of time.

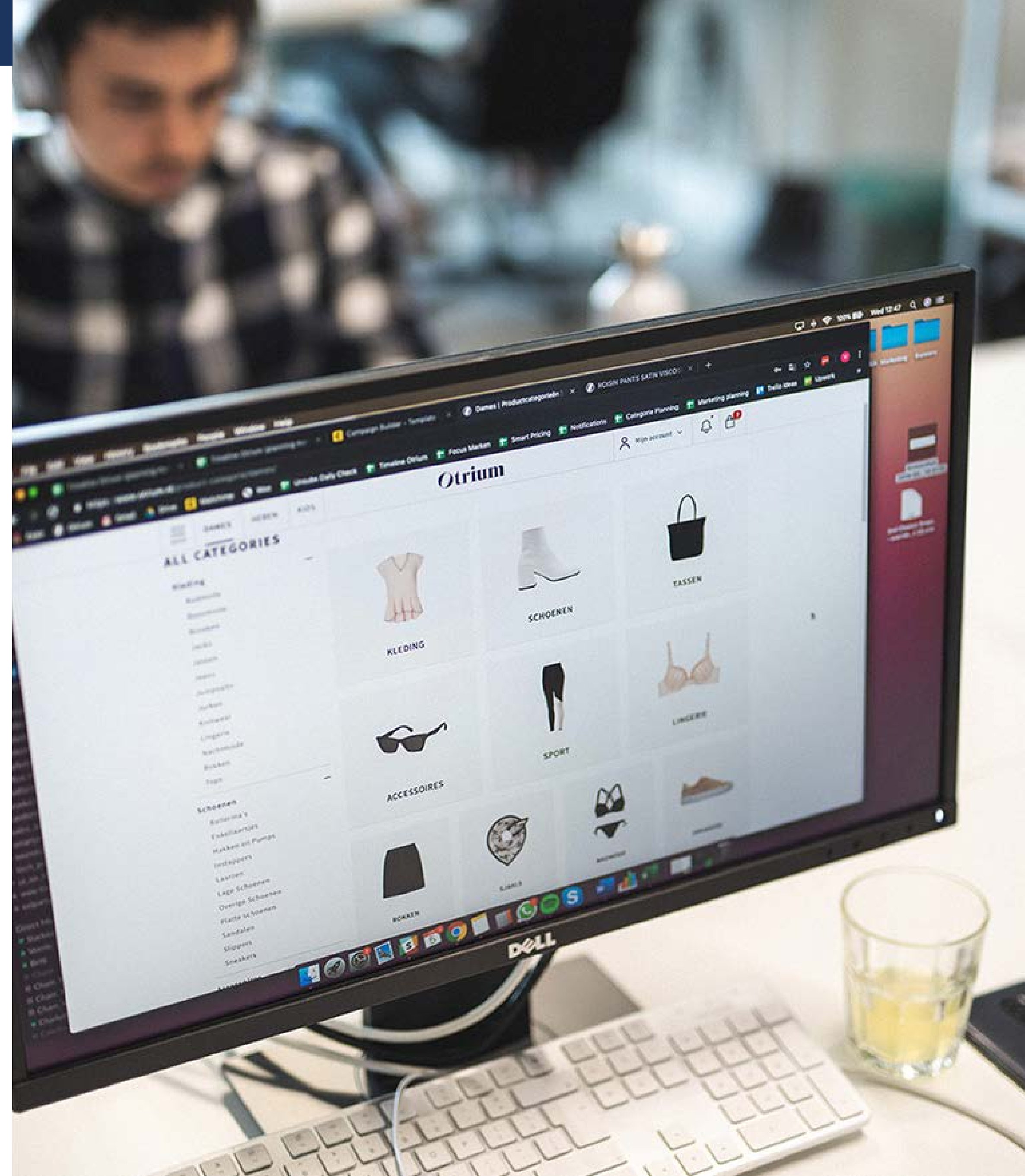
Als purpose-gedreven organisatie is Otrium nog lang niet waar het wil zijn. Niet alleen Nederland, maar heel de wereld moet de mogelijkheid krijgen om met Otrium slimmere keuzen voor de garderobe, portemonnee en planeet te maken. Om dit doel te bereiken, komt de Commercial Strategy Lead in het actie.



## Two million members

Otrium is the digital replica of an outlet store, offering over hundreds of brands – featuring the names of Alexander McQueen, Puma, Scotch & Soda, Filippa K, G-Star, and many more – more control over how they sell their excess stock than with flash sales. By having their own online outlet channel and smart digital tools, brands can decide on pricing, the number of items they sell, and over what period. Otrium takes care of the logistic process, including stock, order registration and delivery. In exchange, Otrium claims a percentage of revenues. At present, Otrium’s community counts approximately two million members – and counting. Moreover, and perhaps even more importantly, Otrium ensures significantly less clothing remains unsold or gets destroyed, which is a huge improvement for the industry.

In past years, Otrium has grown at an unprecedented pace and is well on its way to becoming the leading destination for off-priced fashion. Otrium is currently operating in the Netherlands, the United Kingdom, France, Germany and delivers all over Europe. The company recently expanded to the US, and is set to conquer the rest of the world, too. The Interim Head of Supply Chain plays an important part in realizing the company’s ambitions.







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Due to the extremely rapid growth and continuous development, Otrium is a whole different company than it was a few years ago. In fact, next week may look very different than today. Amongst other areas, the anticipated change will undoubtedly have a huge, lasting impact on the company's supply chain, processes and tooling.

**The growing and energized team of inbound and outbound supply chain specialists under the leadership of the Interim Head of Supply Chain set the goals to:**

- Provide best-in-class service levels for brand partners and customers (setting the standard in off-price fashion)
- Drive efficiency, flexibility and automation across the value chain
- Start implementation of internal (capacity) planning processes
- Manage and build sustainable partnerships
- Create scalability/processes that not only keep up with the company's (hyper) growth, but also are essential enablers thereof.

## The Interim Head of Supply Chain will be responsible for:

- The planned growth in the team in headcount and professional development
- The continued build of a solid warehousing strategy, an increasingly scalable and competitive edge model, and aligning the right partnerships (eg. drafting Requests for Proposals for 3PL). System and tooling will play an increasing and integrated part of the Supply Chain team's development. With an innovative and analytical mindset, the Interim Head of Supply Chain establishes world-class global processes and standards, bringing Otrium's supply chain to the next level, working together closely with Otrium's teams in the UK and the US.

The ideal candidate is an inspiring people manager who knows how to develop, manage and motivate a driven, talented team. In a fast-moving environment such as Otrium (delivery from idea to implementation generally takes 2-4 months), being able to prioritize is an absolute must. The Interim Head of Supply Chain is comfortable in working in such a dynamic context, is not afraid to challenge the status quo while always looking out for their team. ■

## Interested?

Otrium works with Top of Minds to fill this vacancy.  
To express your interest, contact Ian Dove at [ian.dove@topofminds.com](mailto:ian.dove@topofminds.com)

